



LANER ELECTRIC SUPPLY

PRESENTER: SANDRA ESCALANTE



ABOUT US -

BASED OUT OF RICHMOND, CALIFORNIA

Established in 1984

Wholesale distributor of electrical construction materials, lighting products, and tools

Significant Achievements:

- 2018 Small Business of the Year for California, District 9
- 5x Awarded Top 50 LGBT-owned, Women-owned, and Minority-owned business by SF Business Times

Number of Employees: 14 Full-time

Certifications:

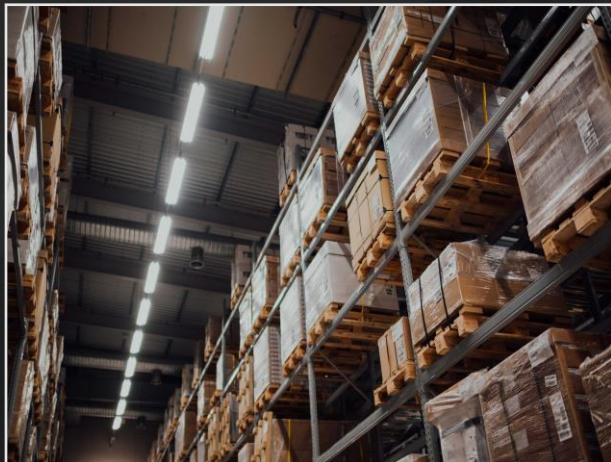
- SBE, MBE, 8(a), LGBTBE, DBE



SANDRA ESCALANTE, CEO



SERVICES -



- **FULL-LINE STOCKING DISTRIBUTOR**
- **250 YEARS OF ACCUMULATED EXPERIENCE**
- **LONG-TERM TRADING RELATIONSHIPS**
- **PROJECT-ORIENTED**

- **KITTING AND BUNDLING OF MATERIAL**
- **PRODUCT STAGING**
- **VALUE-ENGINEERING**
- **PLANNING AND LOGISTICS**



PROJECT HIGHLIGHTS -

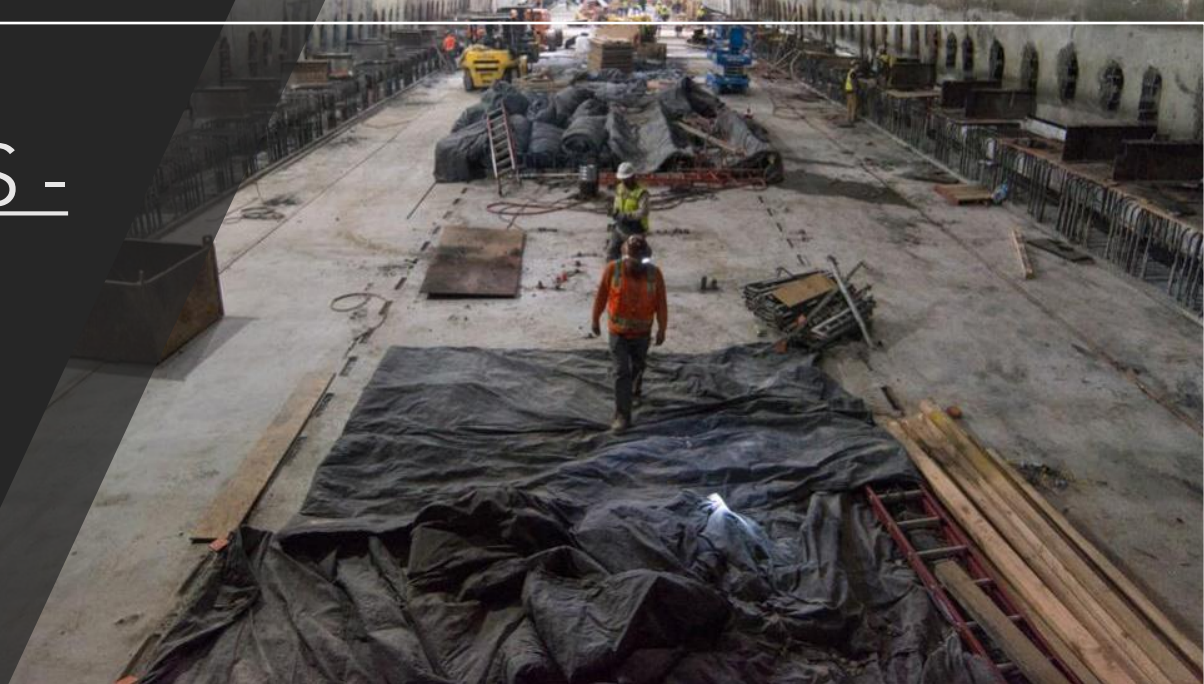
SFMTA Central Subway Project

Project Value: \$1.6B

Client: Fisk Electric/Tutor Perini Corporation

Scope: Value Engineering, Fulfillment of switchgear, SCADA, lighting, UPS System and electrical supplies. Ensured all lighting fixture packages were Title 24 compliant.

Coordinated, warehoused, staged and delivered all materials/equipment meeting CUF





PROJECT HIGHLIGHTS -

PG&E Guy Wire Assembly

Project Value: Ongoing Multi-year Contract

Client: One Source Supply Solution (OSS) and PG&E

Scope: Assembly of multiple components used for PG & E's transmission towers for "Guy wire" stabilization, utilized throughout their service territory.



**OneSource
Supply Solutions**



**Pacific Gas and
Electric Company®**





PROJECTS -

APPLE

Project Description: Multiple Apple projects.

Client: Cupertino Electric

Scope: Material Supply:
Kitting/Bundling of project specific supplies, Product Staging and Logistics, Site Delivery and Drop Shipment Coordination, Forecasting and sourcing of critical material to avoid delays to the project.





PROJECTS -

706 Mission Street/The Mexican Museum Project

Project Value: \$500M

Client: Cupertino Electric/Webcor Builders

Scope: Switchgear Systems on this 43-story tower/luxury condominium project totalling \$1.2M





CURRENT AND UPCOMING PROJECTS -

- **Evergreen Community College**, San Jose, CA - Cupertino Electric
- **Hummingbird Energy Storage Project**, San Francisco, CA - Cupertino Electric
- **921 Howard St (Affordable Housing)**, San Francisco, CA - Swinerton / Sierra Electric
- **Beale Air Force Base**, Marysville, CA - Nova Group
- **Imperial Western Product (IWP) Microgrid System**, Coachella, CA - Green
- **Various Battery Storage and Microgrid System, Multiple Locations** Bay Area, CA - Intertie Incorporated



CLIENTS -



Turner



WEBCOR



REDWOOD
ELECTRIC GROUP





LANER ELECTRIC SUPPLY

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IN CLOSING

- Commercially Useful Function Compliant
- LBE - San Francisco (Certification pending)
- Sourcing/Supply Chain Management

"Call me, let's discuss how I can be of service to you and your project!"